

Clevenger, Charlotte

From: Fleetwood, Susan
Sent: Wednesday, November 22, 2017 10:39 AM
To: Eudy, Ken
Cc: Copeland, Anthony M
Subject: Natural Gas
Attachments: ACP and ED.docx

Ken,

Per the Secretary's voicemail, attached please find a few draft ideas for discussion.

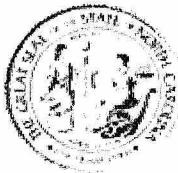
Please let us know when you'd like to discuss further.

Thanks,
Susan

Susan Fleetwood
Executive Director of Economic Development
North Carolina Department of Commerce

919 814 4605 office
919 218 1893 mobile
sfleetwood@nccommerce.com

301 North Wilmington Street
4301 Mail Service Center
Raleigh, North Carolina 27699-4301



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Ensuring the Atlantic Coast Pipeline Facilitates Economic Development Opportunities

Clarify Impact of Natural Gas Availability

- Confirm the dekatherms already committed, amount of firm capacity left, and the average number of industrial users that can be served with the remaining capacity

Aggressively Market to Existing Companies

- Partner on resources to identify existing companies that might benefit from access to natural gas

Incent Existing Companies to Utilize Natural Gas to Support Growth

- Gas companies require a contract to provide service and construct infrastructure, which may be cost prohibitive to companies
- Utilize fund to subsidize company's gas bill for a negotiated period of time at a scaling rate, so that the company is able to get access to gas at a more reasonable rate and grow its operations

Support Proactive Development of Natural Gas Infrastructure

- Gas distribution companies face barriers (shareholder and rate-related) to installing infrastructure where no customer currently exists; this puts communities with industrial sites business parks without distribution gas lines at a competitive disadvantage
- Work together to eliminate those barriers and create a mechanism for "dark" infrastructure to be constructed to sites with the best opportunity for future development

Identify Most Likely Locations of Future Direct Access to Pipeline

- Fayetteville, Pembroke and Smithfield have been identified as the first of three interconnects, due to market potential
- Provide information on the next three most likely interconnect locations to help focus efforts to find existing and new customers